

# DoD BD Pilot Project CHeS April 21, 2004

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**DoD Data Synchronization Program Manager**  
**Defense Supply Center Philadelphia**

# Special Thanks to These Individuals

- **Dennis Black and the BD Team**
- **Ken Russell and Beth Norris**
- **Joe Pleasant**
- **Dennis Byer**
- **Garren Hagemeyer**
- **John Clarke**
- **Ed Heon and the Comergent Team**

# Excellent Company Participation

- **BD**
- **DoD**
- **Owens and Minor**
- **Consorta**
- **Premier**
- **CHeS**
- **HCEC**



Helping all people  
live healthy lives



# Parts of the DoD Pilot

- **Determine Data Disconnects Between BD and Pilot Participants**
- **Develop Tools and Strategies to Market PDU to Manufacturers**
- **Develop Building Blocks for Industry PDU**
  - **Develop HCEC PICS Implementation Guide for Future Participants**
  - **Develop Pilot Medical Surgical Data Audit Tool**
  - **Determine Data Export Requirements for Participants**

# How Did We Get Here?

EVENT	DATE
<b>DoD Contract with SAIC/Comergent Team Signed to Do Pilot</b>	<b>1/21/04</b>
<b>DoD BD and Owens and Minor BD Files Available</b>	<b>1/21/04</b>
<b>BD, DoD and Owens and Minor Kickoff Meeting.</b>	<b>1/22/04</b>
<b>BD Sent files of 1946 items. BD Sent additional file of 3,000 items</b>	<b>3/14/04. 4/12/04.</b>
<b>Consorta Joined Pilot and Sent BD Files</b>	<b>3/23/04</b>
<b>Premier Joined Pilot and Sent BD Files</b>	<b>4/2/04</b>

# Scope of Data in Pilot

- **BD and distributors (Owens and Minor and Cardinal) populate and update data**
- **GPOs use the data (internally and for their members)**
- **Core data attributes**
  - **Manufacturer Information**
    - **Manufacturer Name**
    - **Product Number**
    - **Descriptions**
    - **Packaging information (by pack level)**
    - **Bar Codes**
    - **Replacement/Replaced Item**
    - **Dimensional and Weight Information**
    - **Storage and Handling Information**
    - **Product URL**
  - **Distributor Information**
    - **Distributor Name**
    - **Distributor Product Number**

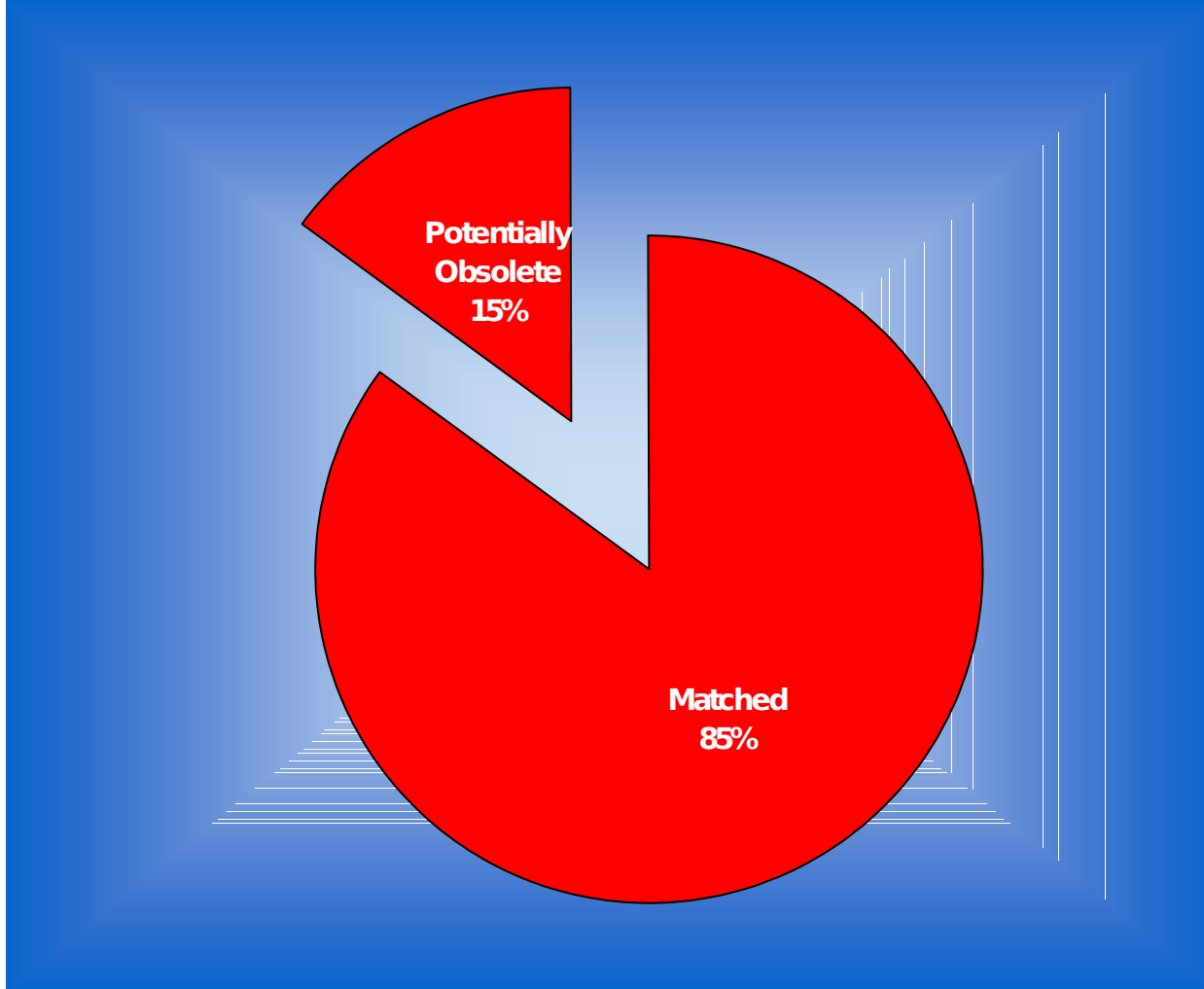
# **Data Disconnects Between BD and Distributors and GPOs**

## *Data Disconnect Value Areas—Examples Follow*

- **Obsolete items in GPO/Distributor Catalogs**
- **Incorrect or Missing UOMs and Quantities in UOM**
- **Mfg/Distributor High velocity items not on GPO Contract**
- **Multiple incomplete/incorrect descriptions**
- **Customer Cannot Find Item—bad mfg name or description**



# Obsolete Items in DAPA



- Out of 2020 items on DAPA contracts for BD products only 85% match currently active BD items

**High Velocity O&M BD Items (50+) Not on  
BD Items on DoD Contract**

**VS.**

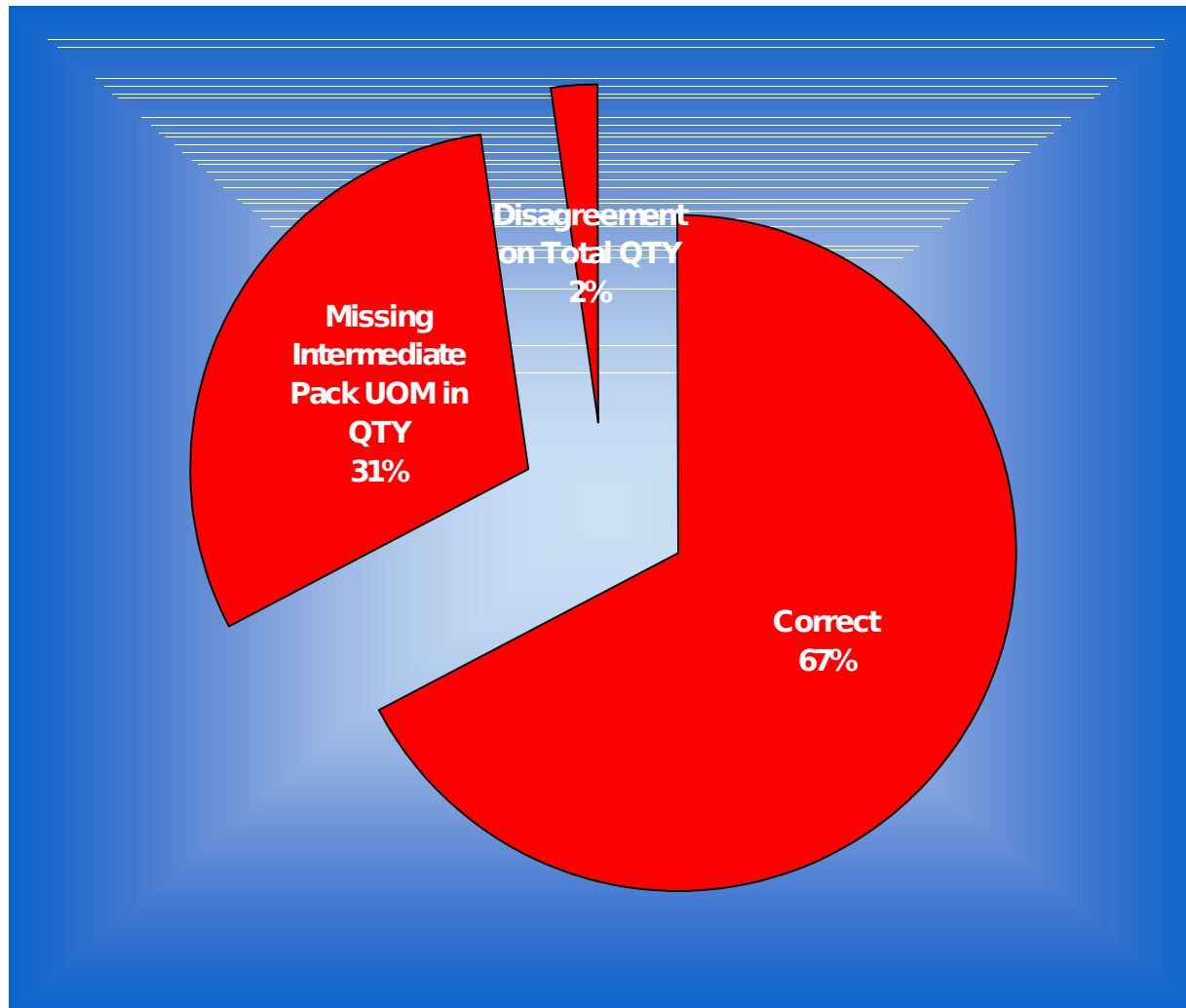
**High Velocity BD items stocked at Owens and  
Minor**

**FINDING: 50+ High Velocity BD Items Found**

## **RESULTS**

- **DoD Customers do not see Critical BD Items**
- **BD Loses Sales**
- **DoD Purchasing Organization Loses Sales**

# Hard Errors and Missing Pack UOM in DAPA



- Out of 2087 contracts for BD Items in DAPA over 33% had errors or missing critical packaging data for customers

# Incorrect GPO Packaging Data

DAPA Mfr Part Num	DAPA						Silver Data					
	Calc UOS Tot QTY	Unit of Sale	PK per UOS	P K	EA per PK	EA	Calc UOS Tot QTY	Unit of Sale	PK per UOS	PK	EA per PK	EA
305111	1000	CA	100	BX	10	EA	1000	CS	10	BX	100	EA
305122	1000	CA	100	BX	10	EA	1000	CA	10	BX	100	EA
305143	1000	CA	100	BX	10	EA	1000	CS	10	BX	100	EA
305155	1000	CA	100	BX	10	EA	1000	CS	10	BX	100	EA
305176	1000	CA	100	BX	10	EA	1000	CA	10	BX	100	EA
305196	1000	CS	200	PK	5	EA	1000	CS	10	BX	100	EA
305196	1000	CA	100	BX	10	EA	1000	CS	10	BX	100	EA
309570	800	CA	100	BX	8	EA	800	CA	8	BX	100	EA
309571	800	CA	100	BX	8	EA	800	CA	8	BX	100	EA
309585	800	CA	100	BX	8	EA	800	CA	8	BX	100	EA
309602	800	CA	100	BX	8	EA	800	CA	8	BX	100	EA
309603	400	CA	100	BX	4	EA	400	CA	4	BX	100	EA
309604	400	CA	100	BX	4	EA	400	CA	4	BX	100	EA
309623	800	CA	100	BX	8	EA	800	CS	8	BX	100	EA
309626	800	CA	100	BX	8	EA	800	CS	8	BX	100	EA
309664	120	CA	30	BX	4	EA	120	CA	4	BX	30	EA
329420	500	CA	100	BX	5	EA	500	CS	5	BX	100	EA
329481	500	CA	100	BX	5	EA	500	CA	5	BX	100	EA
364888	1000	BX	1	BX	1000	EA	1000	CA	4	BG	250	EA
305903	500	CA	10	BX	50	EA	400	CA	8	BX	50	EA
305905	500	CA	10	BX	50	EA	400	CA	8	BX	50	EA
424240	100	RT	100	TB	1	EA	1	RT			100	EA

# Incomplete GPO Packaging (30%+ of Items)

## DoD Contract from BD

**CA of 800 EA**

**CA of 120 EA**

## Full Packaging from

**CA of 10 BX of 80**

**CA of 4 BX of 30**

**Most Hospitals Buy at the BX level. They cannot use GPO price in their MMIS without knowing how many are in a CA**

# **Dennis Black's Data Disconnect/Marketing to Manufacturers Sample Slides**

**Would Create Similar Customized  
Slides for Each Major Manufacturer  
We Attempt to Recruit**

# Different DoD Manufacturer Names for BD

**DoD has over 300 active manufacturer names for “**



# Manufacturer & Description Comparison 1

	B	C	D
1	Source	Manufacturer Name	Product Description
2	BD Catalog	BD	CampyPak Disposable Hydrogen + Carbon Dioxide Generator Envelope (w/ out Catalyst, for production of microaerophilic (reduced oxygen) atmosphere enriched w/ CO2.) (Pkg of 10)
3	Cardinal Health	BD DIAGNOSTIC SYSTEMS	CAMPYPAK 10/EA
4	DAPA	BD DIAGNOSTIC SYSTEMS	CAMPYPAK 10/EA
5	DAPA	BECTON DICKINSON & COMPANY	ENVELOPE MICROAEROPHILIC CAMPY
6	O&M	BECTON DICKINSON MICROBIOLOGY	CAMPY PLAIN
7	Sites	BD DIAGNOSTIC SYSTEMS	GENERATOR ENVIRONMENT ENVELOPE MICROAEROPHILIC W/O CATALYST F/CAMPYPAK
8	SupplyLine	BD	GENERATOR ENVIRONMENT ENVELOPE MICROAEROPHILIC w/o CATALYST f/CampyPak
9	BD Catalog	BD	17 G x 3 ml Syringe BD™ blunt plastic cannula (100/bx, 800/ca)
10	Cardinal Health	BECTON DICKINSON	SYRINGE 3CC WITH BLUNT PLASTIC CANNULA
11	DAPA	BECTON DICKINSON & CO., INC.	3ML SYRINGE WITH BLUNT PLASTIC CANNULA
12	DAPA	BECTON DICKINSON	3CC SYRINGE W/SYRINGE CANNULA
13	O&M	BECTON DICKINSON	SYRINGE W/BPC 3CC
14	O&M	BECTON DICKINSON SAMPLE PR	SYRINGE W/BLUNT PLASTIC CANNULA
15	Sites	BD	SYRINGE HYPO 3CC W/BLUNT CANNULA 303346800S
16	SupplyLine	BD	SYRINGE WITH CANNULA 3ml BLUNT
17	BD Catalog	BD	30 G x 1 / 2 in BD Precisionglide™ specialty use sterile hypodermic needle. Regular wall, regular bevel. (100/bx, 1000/ca)
18	Cardinal Health	BECTON DICKINSON	NEEDLE REG BEVEL 30GX1/2 DISP BEVEL 10BX/CS
19	DAPA	BECTON DICKINSON DIV	NEEDLE 30G1/2"
20	DAPA	BECTON DICKINSON AND COMPANY	HYPODERMIC NEEDLE H1000 30 GAUGE X 1/2 INCH
21	DAPA	BECTON DICKINSON & COMPANY	H1000 30GX1/2
22	O&M	BECTON DICKINSON	NEEDLE SPECIAL USE 30GX1/2
23	Sites	BD	NDL 30X1/2 SP USE
24	SupplyLine	BD	NEEDLE HYPODERMIC PP 30g 1/2in DISPO STER
25	BD Catalog	BD	5ml BD Luer-Lok™ tip syringe, BD™ slip-tip, disposable. 1/5ml graduation. (100/bx, 400/ca)
26	Cardinal Health	BECTON DICKINSON	SYRINGE 5CC LUER-LOK TIP STERILE
27	DAPA	BECTON DICKINSON	5CC LL
28	DAPA	BECTON DICKINSON & COMPANY	5CC LL
29	DAPA	BECTON DICKINSON AND COMPANY	5CC SYRINGE LUER LOK
30	DAPA	BECTON DICKINSON DIV	SYRINGE 5CC LUER
31	O&M	BECTON DICKINSON	SYRINGE ONLY LUER LOK 5CC
32	O&M	BECTON DICKINSON MEDSURG	SYRINGE 5CC
33	Sites	BD MEDICAL SYSTEMS	SYRINGES HYPO 5CC
34	SupplyLine	BD	SYRINGE HYPODERMIC PLST 5ml LUER LOCK STER

271034

303346

305106

309603



# Manufacturer & Description Comparison 2

1	Source	Manufacturer Name	Product Description
53	BD Catalog	BD	21 G x 0.75 in needle x 12 in tubing BD Safety-Lok™ blood collection and infusion set without luer adapter. Manually activated safety shield to fully cover needle. (50/bx, 200/ca)
54	Cardinal Health	BECTON DICKINSON	SET BLOOD COLLECTN SAFELK 21G NO ADP 12 IN TUBING W/FEMALE LUER
55	DAPA	BECTON DICKINSON & CO., INC.	SAFETY-LOK BLOOD COLLECTION SETS 12 INCH TUBING W/O LUER ADAPTER 21G X 3/4"
56	DAPA	BECTON DICKINSON AND COMPANY	VACUTAINERR SAFETY-LOK BCS, 21 X 3/4 WITHOUT LUER ADAPTER
57	DAPA	BECTON DICKINSON	21G 12" SAFETY-LOK W/O LUER
58	O&M	BECTON DICKINSON	SET TUBING 21G X 3/4"
59	Sites	BD VACUTAINER	BUTTERFLY 21GAX.75 50S
60	SupplyLine	BD VACUTAINER	SET IV ADMINISTRATION WING 21g 12in TUBING
61	BD Catalog	BD	16 G x 1.16 in BD Angiocath™ peripheral venous catheter (1.7 mm x 30 mm) made of FEP polymer. (50/bx, 200/ca)
62	Cardinal Health	BECTON DICKINSON	CATHETER IV ANGIOCATH STRL GRN 16X1.16
63	DAPA	BECTON DICKINSON INFUSION	I.V. CATHETER PLACEMENT UNIT WITH VIALON BIOMATERIAL, ANGIOCATH, 16 GA X 1.16 IN.
64	DAPA	BECTON DICKINSON	ANGIOCATH TEFLON CATH 16G 1-1/4
65	O&M	BECTON DICKINSON	CATHETER IV ANGIOCATH GRAY
66	Sites	BD PRODUCT	16GA ANGIOCATH IV CATHETER P/#381154
67	SupplyLine	BD	CATHETER IV 16g 1 1/8in TEFLON RADPQ
68	BD Catalog	BD	19 G x 0.88 in needle x 12 in tubing BD Saf-T E-Z set™ blood collection and infusion set. Manually activated safety shield to fully cover needle. (50/bx, 200/ca)
69	Cardinal Health	BECTON DICKINSON	COLLECTION BLOOD SET EZS PNK STD 19GAX.88 NDL
70	DAPA	BECTON DICKINSON & CO., INC.	BD SAF-T E-Z SET 27G X .38" 12" TUBING
71	O&M	BECTON DICKINSON	SET EZ SAF-T INFUSION 19GX.588 PINK
72	Sites	BD VACUTAINER	BUTTERLY 19GA X .88 50
73	SupplyLine	BD	SET IV ADMINISTRATION WING 19g 12in TUBING
74	BD Catalog	BD	22 G x 7 in BD™ Quincke long length spinal needle, black hub. Sterile single use (10/bx, 50/ca)
75	Cardinal Health	BECTON DICKINSON	NEEDLE SPINAL 22GX7 BLACK
76	DAPA	BECTON DICKINSON AND COMPANY	22 GAUGE X 7 INCH SPINAL NEEDLE
77	DAPA	BECTON DICKINSON & CO., INC.	LONG LENGTH SPINAL NEEDLE, STERILE, SINGLE USE 22G X 7 BLACK
78	O&M	BECTON DICKINSON	NEEDLE SPINAL SINGLE USE 22G X7
79	Sites	BD	SPINAL NEEDLE 22 GAUGE 7 INCHES
80	SupplyLine	BD	NEEDLE SPINAL 22ga x7in STER DISPOSABLE PLST HUB

367296

381154

387359

405149



**Search for Medical/Non-Medical Products**

Generic/Brand Name or Nomenclature:  
**VACUTAINER**

FSC  NIIN  AAC

Manufacturer:  
**BD**

CAGE:  Catalog Number/Part Number:

Universal Product Number  PV Order Number

**Org/PV Information**

Unit ID: W71PEC  
Name: WALTER REED ARMY MED CENTER HOSPITAL LOG DIV  
Med/Surg PV: OWENS\_MINOR  
Pharm PV: CARDINAL HEALTH

**Search** **Cancel** **Help** **Options**



**Search for Medical/Non-Medical Products**

Generic/Brand Name or Nomenclature:

VACUTAINER

FSC

NIIN

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Universal Product Num

Org/PV Information

Unit ID: W71PEC

Name: WALTER REED ARMY MED CENTER HOSPITAL LOG DIV

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